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39853 440CLASSIFICATION ~~SECRET~~

CENTRAL INTELLIGENCE AGENCY

25X1A

REPORT NO. [REDACTED]

**INFORMATION REPORT**

COUNTRY Austria/USSR

**CONFIDENTIAL**

DATE DISTR. 22 June 1948

SUBJECT Austro-Soviet Negotiations Concerning  
USIA; Foreign Trade Conducted by USIA

NO. OF PAGES

PLACE  
ACQUIRED 25X1A [REDACTED]NO. OF ENCLS.  
(LISTED BELOW)

DATE OF INFO 25X1A [REDACTED]

SUPPLEMENT TO 25X1A  
REPORT NO. [REDACTED]

25X1X

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## SOURCE

1. Osipov, head of USIA Purchasing and Sales Department, has stated that the worst of the USIA schilling shortage is over. Negotiations are progressing favorably with the Austrian Government, and the Soviets are willing to conduct all USIA export transactions for hard currency through the Austrian Government and the Austrian National Bank. Except in the case of war booty, the Soviets will submit to Austrian controls for such exports. [REDACTED] Comment: 25X1A  
25X1A [REDACTED] This indicates a confirmation of the negotiations reported in [REDACTED] Osipov also stated that USIA must increase its trade with the Balkans. USIA firms will attempt to sell wares as bona fide Austrian firms with minimum Soviet interference, and they will purchase raw materials in the same way.
2. With regard to raw materials, Osipov claims that large quantities of chemicals and rayon are arriving from the Soviet Zone of Germany. Shipments are made via Czechoslovakia without payment of transit fees; USIA pays for the shipments by returning finished products. Trade with the Soviet Zone in Germany is expected to increase.
3. Osipov has indicated that the Mitterbacher & Wagner company is attempting to market 3,000 tons of iron and steel for USIA in western Europe.

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Next Review Date: 2008

Document No. 6  
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Class. CHANGED TO: TS  
Auth: DDA REF. 77/1403  
Date: 1984 By: [REDACTED]

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